

Message Text

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PAGE 01 BANGKO 08724 231311Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----102611 240134Z /73

R 230910Z MAR 78
FM AMEMBASSY BANGKOK
TO USDOC WASHDC
INFO SECSTATE WASHDC 2068

UNCLAS BANGKOK 8724

E.O. 11652: N/A
TAGS: BEXP, TH
SUBJ: WTDR/FTI: KULTHORN ENGINEERING LTD. PART.

REF: USDOC 3754

1. THAILAND
OFFICE USE: 2. 549 3. 0007500 4. 01
5. KULTHORN ENGINEERING LTD. PART.
6. 237 KULTHORN BUILDING, LARN LUANG ROAD
7. BANGKOK
8. CONTACT: SUMETH SIMAKULTHORN
9. TITLE: MANAGER
OTHER OFFICIALS ARE: SURAPORN SIMAKULTHORN, PARTNER AND
ARNON SIMAKULTHORN, PARTNER.
10. PHONE: 2822151-3 11. TELEX: TH 2363
12. CABLE: KULTHORN
13. ESTBL: 1965 14. EMPL: 25 15. SIZE: MEDIUM
16. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 03/78
OFFICE USE: 18. K 19. NA 20. / WQ. NA 22. NA
23A. 35854/135 IMP.AGT.DIST. OF COMPRESSORS AND REFRIGERANTS
23B. 35857/135 IMP.AGT.DIST. OF REFRIGERATION MACHINERY AND AIR
CONDITIONING EQUIPMENT.
23C. 34942/135 DIST. OF HYDRAULIC AND PNEUMATIC VALVES
24. FOREIGN SALES: NA
25. FINANCIAL REFS: THE ASIA TRUST BANK LTD., BANGKOK; THE
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BANGKOK BANK LTD., BANGKOK, THAILAND.
26. TRADE REFS: TECUMSEH PRODUCTS CO., INT'L DIV. INC., TECUMSEH,
MICHIGAN 49286; UNIVERSAL ELECTRIC CO., 300 EAST MAIN STREET,
OWOSSO, MICHIGAN 48867.
27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF TECUMSEH PRODUCTS
CO., TECUMSEH, MICHIGAN FOR COMPRESSORS, CONDENSING UNITS;
UNIVERSAL ELECTRIC CO., OWOSOO, MICHIGAN FOR ELECTRIC MOTORS;

MALLORY INT'S, INDIANAPOLIS, INDIANA FOR RUN AND START CAPACITORS;
PARKER HANNIFIN, CLEVELAND, OHIO FOR BRASS VALVES, REFRIGERATION
AND AIR CONDITION EQUIPMENT; AD. AURIEMA, INC., ONE WORLD TRADE
CENTER, NEW YOR, N.Y. FOR SPORLAND EXPANSION VALVES, SOLENOID
NALVES, FILTER DRIERS; KINNEY VACUUM CO., BOSTON, MASS. FOR VACUUM
PUMPS; AIR KONTROL FILTER, MEMPHIS, TENN. FOR AIR FILTERS;
COLUMBUS ELICTRIC MFG. CO., TENNESSEE FOR COOLING THERMOSTATS;
CARSON MANUFACTURING CO., INC., INDIANAPOLIS, INDIANA FOR SWITHCES;
TEDDINGTON AUTOCONTROLS LTD., SUBURY-ON-THAME, MIDDLESEX FOR
TEDDINGTON CONTROLS; HERION-WERKE KG., GERMANY FOR VALVES;
ERNST FLITSCH, GERMANY FOR FLICA EXPANSION VALVES.

28. POST EVALUATIONC KULTHORN ENGINEERING WAS INCORPORATED IN
1965 WITH AN AUTHORIZED CAPITAL OF \$10,000 TO ACT AS IMPORTER,
AGENT AND DISTRIBUTOR OF AIR CONDITIONING AND REFRIGERATING
EQUIPMENT AND PARTS, AUTOMATIC CONTROL DEVICES AND PNEUMATIC
VALVES. SEVENTY PERCENT OF ITS IMPORTS ARE FROM THE U.S. WITH THE
REMAINDER FROM THE EUROPEAN COUNTRIES AND JAPAN. ITS OWNED
OFFICE OCCUPIES 224 SQ.METERS, INCLUDING A SHOWROOM OF 60 SQ.
METERS, LOCATED IN ONE OF BANGKOK'S BUSINESS DISTRICTS. FIMR
EMPLOYS 30 PEOPLE INCLUDING 10 SALESMEN. ITS SALES VOLUME IN 1977
WAS REPORTED TO BE \$3,300,000, REPRESENTING AN INCREASE OF 45
PERCENT OVER TH FIGURE REPORTED TO THE EMBASSY IN 1976. SUBJECT
FIRM IS A FAMILY BUSINESS, OWNED AND MANAGED BY THE SIMAKULTHORN
FAMILY WHICH IS WELL-KNOWN IN LOCAL BUSINESS AND BANKING CIRCLES.
LOCAL BANK REPORTS FAVORABLE THAT IT MAINTAINS A WELL CONDUCTED
CURRENT ACCOUNT WITH AVERAGE BALANCE OF HIGH SIX FIGURES AND THAT
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CREDIT FACILITIES HAVE BEEN GRANTED AND UTILIZED TO THE BANK'S
SATISFACTION; IT IS CONSIDERED TO BE A GOOD TRADE CONTACT FOR U.S.
FIRMS.

29. PREP: SATHIT/SOMSAK APPR: JAMES H. SAVERY
WHITEHOUSE

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 23 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Exemptions: n/a
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Review Release Date: N/A
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Review Withdrawn Fields: n/a
SAS ID: 3231193
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI: KULTHORN ENGINEERING LTD. PART.
TAGS: BEXP, TH
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/66431fbf-c288-dd11-92da-001cc4696bcc
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